# Exhibit 26

## Thomas T. Ueno, CPA

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March 21, 2005

Timothy Hogan, Esquire Lynch Ichida Thompson & Kim First Hawaiian Tower 1132 Bishop Street, Suite 1405 Honolulu, HI 96813

RE: Fleming Matter

#### **OPINIONS**

My opinions as of this date on matters relevant to this case and the basis and reasons for those opinions are described in Attachment A. Our work is continuing in this matter; you have informed me that additional information may become available. I reserve the right to update my opinions as this additional information becomes available.

## INFORMATION CONSIDERED

In preparing this report and forming the opinions expressed in Attachment A, I have considered the items of information disclosed in Attachment A-1. I have also considered my knowledge, training and professional experience as a professional accountant.

## QUALIFICATIONS

A summary of my qualifications is presented in Attachment B.

## COMPENSATION

Thomas Ueno is being compensated at our normal hourly rate for this type of work of \$265 per hour to \$325 per hour for deposition/testimony; manager at \$205 per hour; and professional staff at \$175 to \$185 per hour. Our compensation is not contingent on the outcome of this litigation.

## OTHER TESTIMONY

The cases in which Thomas T Ueno CPA has testified as an expert at trial or by deposition within the preceding four years are listed in Attachment C.

Thomas T. Ueno, CPA

## ATTACHMENT A

#### **Opinions**

#### Summary

The reasonable license fee for the use of Berry's freight control system and the gross margin that Fleming earned with the unauthorized use of Berry's freight control system, based on my analysis of the information provided to me, are as follows.

A reasonable license fee for Fleming's use of Berry's freight control system is \$1,772
per container. The unpaid license fee from the date Atlantic Pacific International, Inc.
(API) sold some of its assets to Fleming Companies Inc. (Fleming) to the date of this
report is as follows.

Weekly Number of		•			
Containers		55	200	400	60 <b>0</b>
Unapid License Fee	\$ 27,706,	486 \$	100,750,857	\$ 201,501,714	\$ 302,252,571
4/1/03-8/23/03				14,581,029	
8/24/03-3/21/05	.\$ 8,005,	643 \$	29,111,429	\$ 58,222,857	\$ 87,334,286

 The estimated gross margin that Fleming realized from the date it no longer had authorized use of Mr. Berry's system to the date of this report is \$269 million based on C&S' pro forma revenues less the industry average cost of goods sold of 83 percent<sup>1</sup>.

Estimated Sales (January 10, 2000 -	
March 21, 2005)	\$ 1,583,411,324
Cost of Sales (industry average 83%)	 1,314,231,399
Gross Margin	\$ 269,179,925
Gross Margin (4/1/03-8/23/03)	\$ 20,771,526
Gross Margin (8/24/03-5/21/05)	\$ 85,341,148

## Background

Wayne Berry is an independent software developer who in 1993 began developing a freight control system in response to some interest expressed by the two ocean carriers serving Hawaii - Matson Navigation and SeaLand Service, Inc. Mr. Berry created a demonstration version of his freight control system.

<sup>&</sup>lt;sup>1</sup> I am still awaiting data such as separate revenue and costs related solely Fleming Logistics and C&S Logistics and the number of containers currently (and since January 10, 2000, being processed through the Berry Freight Control System).

About a year later, Jack Borja told Mr. Berry that he believed his freight company's, Atlantic Pacific International, Inc. (API), operations could benefit from automation. API was a principal freight consolidator for Fleming in Hawaii.

Mr. Berry did a business system analysis of API and agreed to automate selected processes for API. Mr. Berry used the freight control system that he earlier developed as the basis for this freight control system for API. Mr. Berry researched the market and found no other software that performed all the functions that API needed.

Jack Borja engaged Mr. Berry to install his freight control system for API's use. Mr. Berry developed such a system, retained ownership of the software, and allowed API to use it. The terms and conditions for his development of this software with API are specifically outlined in his invoice to API dated November 27, 1995. He invoiced API \$2,000,000 for his work and stated in his agreement that Mr. Berry retains all rights to intellectual property created within the scope of this project. That scope was to develop software applications for:

- o Freight/Logistics/ocean container shipping
- o Purchase orders
- o Bookings
- o Tracking
- Auditing
- Accounts receivable
- o Accounts payable
- o Claims
- Scheduling

A central component of Mr. Berry's Freight Control System of an MS Access database designed to handle multiple purchase orders that are common in ocean freight consolidation in the consumer packaged goods market. Mr. Berry informed us that his freight control system has dependably handled over 50% of all food and consumer products shipped into Hawaii for over nine years.

Mr. Berry registered his freight control system with the United States Copyright Office on October 19, 1999.

API's key customer was Fleming Companies, Inc. (Fleming). On October 29, 1999, Mr. Berry licensed his freight control system to Fleming Foods, Inc. The license agreement set forth that all title and intellectual property rights in and to the freight control system software including database designs, report designs, custom code, functional designs, images, photographs, animations, video, audio, music, text, and 'applets' incorporated into the software are owned by Mr. Berry.<sup>3</sup>

<sup>&</sup>lt;sup>2</sup> Wayne Berry's invoice to API for \$2,000,000, dated 11/27/95, #2727 (backdated)

<sup>&</sup>lt;sup>3</sup> End-User License Agreement between Fleming Foods, Inc. and Wayne Berry dated October 29, 1999. HF 00252 - HF 00256

On October 9, 1999, just prior to Mr. Berry's licensing his system to Fleming, Fleming purchased some of the assets of API and discontinued using API as a freight consolidator. Thereafter, Fleming used Berry's freight control system and continues to use the system.

Fleming selected Manugistics Group's retail solution in August 23, 1999<sup>4</sup> apparently to replace its dependence on Berry's freight control system. Fleming planned to pilot the system in December 1999 and implement it by January 10, 2000. The Hawaii Division was excluded from the January 10, 2000 implementation. I assumed that Fleming's continuing copyright infringement<sup>5</sup> would encourage its management to convert its Hawaii Division earlier or very soon thereafter.

On March 6, 2003, a jury found for Mr. Berry on ownership of the three software components of his freight control system. It found that Fleming's making derivative copies of Berry's freight control system infringed on Mr. Berry's copyright. On April 1, 2003, and just prior to the Court's ruling on Mr. Berry's Motion for Permanent injunction, Fleming filed its voluntary Chapter 11 petition.

In 2003, C&S Wholesale Grocers, Inc. acquired Fleming Companies, Inc. In February 2004, Fleming and C&S produced a CD Rom disk that contained a record of the files that Fleming sold to C&S. Mr. Berry analyzed the CD Rom disk and found that among the files remaining on Fleming's and/or C&S' computers were 16 copies of Mr. Berry's copyrighted work that had been transferred to C&S.

### Damages

A copyright is an intangible asset or an asset that does not have physical substance, that grants rights and privileges to a business owner, and that are inseparable from the enterprise. The law protects the owner of intellectual property from the unauthorized exploitation of it by others. A business enterprise that owns intellectual property can either internally utilize its benefits or transfer interests in the property to others.

Mr. Berry copyrighted his freight control system software. Computer software as defined by Revenue Procedure 69-21 (1969-2 CB 303) includes those programs or routines used to cause a computer to perform a desired task or set of tasks, and the documentation required to describe and maintain those programs. Computer programs of all classes, for example, operating systems, executive systems, monitors, compilers and translators, assembly routines, and utility programs as well as applications programs are included.

The Copyright Act (17 U.S.C. Sect. 101) defines a computer program as "a set of statements or instructions to be used directly or indirectly in a computer in order to bring about a certain result." That set of statements or instructions was Berry's freight control system and the result was a successful logistics operation that contributed, among other things, sales and savings to the company.

<sup>&</sup>lt;sup>4</sup> Manugistics News & Events Detail web site

<sup>&</sup>lt;sup>5</sup> Ralph Stussi's memorandum to Wayne Berry dated November 24, 1999, Exhibit 50, A00431 and A00432

#### Freight Control System Cornerstone

Berry's freight control system became a cornerstone of Fleming's logistics business in Hawaii. It became an essential foundation block of Fleming's operations without which Fleming would be unable to handle the increased volume of containers. Mark Dillon of Fleming (and C&S) stated it would be impossible for Fleming to operate without it:

Q: Is it fair to say, sir, if you're ordered to stop using the spreadsheets, that running the logistics operation out of Kapolei would become much more difficult?

A: Much more -

Q: Difficult. Difficult, sir.

A: I'd say impossible. But, yeah, I can't conceive of it. I don't know how we would carry on.

Fleming was unable to find an off-the-shelf replacement system to replace Berry's freight control system nor was it able to custom develop one. Other typical cornerstones of businesses are management and key personnel and financing. A company will be severely handicapped or be forced to cease operations without any one of these cornerstones. The absence of any one would result in a company's demise.

#### License Fee

I computed below a reasonable license fee for the use of Berry's copyrighted freight control system. I used two methods to compute the fee. The first is based on the value of the assets that Fleming gave for the use of the freight control system. The second is based on estimated profits that Fleming realized by its continued unauthorized use of Berry's freight control system.

#### Fleming Acknowledged Fee

My analysis of API's records for 1999 shows that Fleming determined that the license fee for the use of Berry's Freight Control System was about \$1,772 per container processed.

I estimated the license fee that Fleming would pay for the use of the Freight Control System by analyzing the consideration given up by Fleming to API (and Borja) that is documented in the agreements covering API's sale of its assets to Fleming and the Settlement and Release Agreement between API, Borja, Fleming and other related parties for the use of the software. In addition to the sales price for its assets, API and Borja received additional consideration from Fleming by which Fleming released and discharged API and the Borjas from any and all claims, obligations, etc. that Fleming had. This would include its note for \$1,295,000.

<sup>&</sup>lt;sup>6</sup> Settlement and Release Agreement dated October 7, 1999 between API, A&A Consolidators, Borjas, and Fleming, p 4. Exhibit 218

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Our review of documents and discussions with W. Berry disclose that Fleming gave additional consideration during its purchase of API's assets of about \$1.3 million. The net proceeds from the sale of the Cudahy property (after payment of the mortgage loan and expenses of the sale) was insufficient to pay the approximately \$80,000 that Fleming paid to truckers and jobbers for API, API's open account balance of \$295,607.67 to Fleming. and API's \$1,295,000 note to Fleming. Jack Borja testified that he owed \$1.2 million to Fleming at that time. W. Berry recalled that the net sale proceeds were less than \$300,000. None of the sales proceeds were available to pay down the Fleming note.

The additional consideration of \$1.3 million was for use of Berry's Freight Control System. However, it was given to Borja instead of Berry; and Fleming knew that Berry held the copyright to his freight control system and the license fee was due to him. Fleming paid \$60,288 for specific assets it purchased from API.8 Fleming knew that Berry's Freight Control System was not an asset that API sold as acknowledged in a memorandum from Ralph Stussi to Wayne Berry in which Mr. Stussi states "We understand that this product is licensed, not sold and that all title and intellectual property rights in and to the software product and any copies we make are owned by you."

Fleming needed to use Berry's Freight Control System after its purchase of API's assets. until it was able to bring up its replacement system, the Manugistics system. 10 It planned to implement the Manugistics system on January 10, 2000. 11 Fleming gave the \$1.3 million of additional consideration for its use of Berry's Freight Control System from the date of the sale of assets on October 9, 1999 to the expected date (January 10, 2000) that Fleming would no longer use the Freight Control System. Jack Borja stated that after the asset sale that he went to Mr. Berry and asked him to grant Fleming whatever license there is for them to use the system. 12

As the custodian of records of API, Wayne Berry provided me a report of containers that were handled by API for Fleming during the period 11/15/95 through 10/9/99 (there were containers which landed through the end of 10/99 however; the API sale of assets was completed on 10/9/99). According to the report, API was responsible for 11,681 Fleming containers. There are 203 weeks during that period. I divided the 11,681 containers per week by 203 weeks per period to arrive at an estimate of 57 containers per week processed by API.

Between 1/1/99 and 10/9/99 (40 weeks), API processed 13,834 containers for Fleming. I divided 13,834 by 40 to arrive at an estimate of 55 containers per week.

<sup>&</sup>lt;sup>7</sup> Testimony of Jack Borja in Civil No. 01-00446SPK-LEK, March 4, 2003, pg 45

<sup>&</sup>lt;sup>8</sup> Asset Purchase Agreement dated October 9, 1999 between API and Fleming, Schedule 1

Memo for Ralph Stussi to Wayne Berry dated November 24, 1999 (A00432), pg 1 <sup>10</sup> Memo for Ralph Stussi to Wayne Berry dated November 24, 1999 (A00432), pg 2

<sup>11</sup> Email from Dave Badten of Fleming to Mark D of Fleming dated November 19, 1999. Exhibit 14

<sup>12</sup> Testimony of Jack Borja in Civil No. 01-00446SPK-LEK, March 4, 2003, pg 23

The above information yields a license fee on a per container basis of \$1,772 per container. I calculated this fee by dividing the \$1.3 million by the number of containers that Fleming expected to process during the period October 9, 1999 to January 10, 2000.

Consideration for use of Freight Control System		\$	1,295,000
Estimated Number of Containers Processed Per		Ψ	1,2,75,000
Week in 1999	55		
# of Weeks - 10/9/99 - 1/10/00	13.3		•
Estimated Number of Containers Processed in			
Period	731		•
License Fee Per Container		\$	1,772

The total license fees accrued as a result of the unauthorized use of Berry's freight control system is calculated by multiplying the license fee per container of \$1,772 by the number of containers that Fleming processed in Hawaii from the date it acquired certain assets of API (October 9, 1999) to the date of this report (March 21, 2005). I made the following estimates of license fees due to Mr. Berry based on varying numbers of containers processed per week. For example, 55 containers per week would be low estimate because it assumes Fleming had no growth in its number of containers processed. I presented below the unpaid license fees due given certain average numbers of containers processed per week. The documents show that the number of containers processed per week varied from 150 to 600.

Weekly Number of						-	
Containers		55		200	400		
Unapid License Fee	Φ	27 706 406	æ				600
-	49	21,100,480	2	100,750,857	\$ 201,501,714	\$	302,252,571
4/1/03-8/23/03	\$				\$ 14,581,029		•
8/24/03-3/21/05	\$						21,871,543
0/2/11/03/5/23/03	Φ	8,005,643	•	29,111,429	\$ 58,222,857	\$	87 334 286

## Net Sales and Gross Profits

Berry's freight control system is comprised of integrated purchasing system, freight system, specialized freight billing system, and numerous other subsystems such as truck GPS reporting, detention and demurrage – equipment tracking, EDI, synthetic loan planning and bar coding. The system optimizes transportation operations by managing the numerous detailed requirements and rules of the transportation and freight handling business. The system enabled Fleming to handle, with fewer staff and greater accuracy, a huge increase in the number of containers while at the same time improving customer satisfaction.

The system optimizes inbound transportation in terms of volumes and tariffs. Such optimization is achieved by system features such as maximizing container utilization and improved scheduling of consolidation deliveries. Jeff Hull, spokesman for Matson, says that shippers with a greater mix of commodities shipped could realize savings in tariffs

paid. He also stated that increasing the volume of containers handled could perhaps result in lower operating costs. 13

The system enables the user to achieve other efficiencies such as the automated reconciliation of receiving documents with invoices and claims. The system also audits all freight bills thereby eliminating overpayments. The EDI features not only impact cash flows but also enable better inventory management and reduced inventory levels. The inventory labeling and tracking systems tracks the movement of all inventory thereby reducing loss and allows management to pin point problem areas.

## Methodology

I have not been provided with sales data for either Fleming or C&S. As such, I prepared estimates of gross profits based on the following information and assumptions. Profits are often defined to be revenues minus costs. It is the value of each output and input at its market price even if it is not sold on a market.

## Estimate Using C&S Court Filings And Industry Averages

C&S entered as Exhibit B<sup>14</sup> a pro forma income statement. The statement identifies C&S Logistics Hawaii, LLC as having net sales of \$309,706,165 for the year ended August 16, 2004. By applying the industry average gross profit of 17 percent<sup>15</sup>, I estimated the gross profit was \$52,650,048. I indexed that amount for the other years between 2000 to the date of the report to determine the total gross profits realized by Fleming (and C&S), of \$269,179,925.

#### Estimate Using C&S Court Filings

I based this calculation on the pro forma income statement mentioned above. Net sales and the indexing methodology remains the same. The distinction with this calculation is that the C&S pro forma lists gross profit as 7.21 percent of net sales leading to a gross profit of \$22,329,814 for the year ended August 16, 2004. I indexed that amount for the other years between 2000 to the date of the report to determine the total gross profits realized by Fleming (and C&S), of \$114,163,956.

The difference in the above gross margins arises from the use of actual data versus proforma or projection data and the use of only proforma data. These differences provided the following range of values.

15 Ratio Books, Robert Morris

<sup>13 &</sup>quot;Cold cargo shipper fortifies larger forwarder", American City Business Journals Inc., 1997

<sup>14</sup> Reply of C&S Acquisition LLC and Certain of its Affiliates to Objections Based on Adequate Assurance

	A	annual Gross	NPV 10 Years,
Methodology		<u>Margins</u>	 21%
Pro forma statement and industry averages	\$	52,650,048	\$ 225,698,106
Pro forma statement and pro forma margins	\$	22,329,814	\$ 95,722,550

The above chart shows the net present value of the annual gross margins to be achieved by the company over the next ten years, using a 21 percent discount rate.

I calculated the gross margin Fleming earned when it used this cornerstone freight control system from the date it acquired certain assets of API to the date of this report. I used the pro forma statement and industry averages assuming that Fleming's pro formas are its best projections. I used the industry average cost of goods sold because Fleming was a large and growing food wholesaler and probably helped make these averages. I computed the gross margin by calculating sales for the period assuming no increase in sales and deducting cost of sales of 83 percent of sales.

Gross Margins Post Petition and Sale

Fleming filed for bankruptcy protection on 4/1/03 and was sold to C&S on 8/23/03. I have computed the amounts from the bankruptcy filing to the date of the sale and also from the date of the sale to the date of the report.

		Indu	stry averages	Pro I	orma margins
Post petition (4/1/03-8/23/03)	-	\$	20,771,526	\$	8,809,571
Post sale to C&S (8/23/03-3/21/05)		\$	85,341,148	\$ .	36,194,687

#### Savings Realized

Gross margin and profits are a function of the specific savings resulting from the use of Berry's freight control system. Savings reduce expenses such as cost of goods sold and operating expenses. Reduced cost of goods sold increases gross margins and reduced operating expenses increases operating income and profits.

Fleming's use of Berry's freight control system resulted in savings throughout Fleming. As discussed above, the savings are not limited to logistics but also to other segments of the operations.

Listed below are some of the identified areas of savings.

Personnel savings – reduced number of personnel to do the freight control.
 Employees could process more containers in the same period of time. Prior to the implementation of the system, approximately 20 people were needed to process 20 containers a week. With the freight control system, 14 people were processing at least 55 containers a week. Manual processing limits growth because of the difficulty

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- of coordinating and integrating the numerous rules and transactions in freight processing.
- Improved container utilization means lower freight cost. Mr. Berry estimates that prior to the use of his freight control system, Fleming container fill rate was about 70 percent. With the use of his freight control system, Fleming was able to achieve fill rates as high as 90 percent (a 28 percent improvement). Improved container utilization results from the use of such system features as order tracking and waypoint receiving
- Lower tariffs through an improved mix of commodities in a container.
- Reduced inventory levels through the use of such features as EDI, transportation planning, loading plans, and scheduling.
- Improved cash flow though more accurate reconciliation of receiving reports with invoices and claims and EDI. All freight bills are audited.
- Improved utilization of equipment.
- Ability to take advantage of shipping allowances. Mr. Berry informed me that Fleming prior to 1995 would have vendors deliver product to Fleming's warehouse in Hawaii. After implementation of API and the system, Fleming was able to take control of goods on the U.S. mainland, and take advantage of the shipping allowances offered by vendors. Even though Fleming now had the added transportation cost, the net effect was a lower product cost.

I must first identify all of the savings that Fleming realized in order to estimate the total savings Fleming realized from its unauthorized use of Berry's freight control system. The above list of savings is not all inclusive and is intended to convey the pervasive application of Berry's freight control system on Fleming. A macro measure of such savings was estimated by Mr. Berry.

I analyzed Mr. Berry's Damage Model<sup>16</sup> and determined that based on the other information reviewed, it reasonably estimates the savings realized by Fleming. The damage model is based on reports produced by the Freight Control System for containers shipped for Fleming between 1995 and 1999. During that time period, API oversaw 11,681 containers for Fleming. API's gross profit was based on a simple formula, cost of Fleming to have product shipped themselves minus what the cost to have API organize the shipping divided by two (a 50/50 split between API and Fleming). 17

According to the Sales and Allowance Report, API had \$40,556,931 in sales, or \$3,472 per container. Also according to that report, Fleming was able to take \$9,106,128 in shipping allowances (\$779 per container). Those containers cost \$28,491,500 to ship (\$2,509 per container). 18

<sup>16 &</sup>quot;Summary of Voluminous Records Contained in Disclosure A00519"

<sup>&</sup>lt;sup>17</sup> Currently Fleming is able to keep all savings.

<sup>18</sup> Mr. Berry's model shows \$2,439 per container. Mr. Berry took an average based on 11,681 containers. When I reviewed the Container Costs Report, there were only 11,380 containers listed, my average container price is derived by dividing \$28,491,550 by 11,380 not 11,681.

Additional costs totaling \$571,878 (\$48.96 per container) were found in the Job Costs Report. I added total sales and allowances and subtracted from that container costs and job costs to determine an average savings of \$1,699 per container (\$920 in shipping and \$779 in allowances). The table below outlines the savings realized by Fleming from January 10, 2000 until the date of this report and an estimate of continued use for the next 10 years. I also included savings post petition to date of the sale to C&S, and from the date of the sale to the date of the report.

	55 per week	200 per week	400	) per week	600	per week
Past (1/1/00- 3/21/05)	\$ 25,243,581	\$ 91,794,839	\$	183,589,678	\$	275,384,517
Future- 10 years	\$ 19,415,784	\$ 190,579,257	\$	381,158,514	\$	571,737,771
4/1/03-8/23/03	\$ 1,922,303	\$ 6,990,194	\$	13,980,388	\$	20,970,582
8/23/03-3/21/05	\$ 7,675,864	\$ 27,912,233	\$	55,824,466	\$	83,736,699

## Exhibit 1 **Gross Profits**

Income Data	,	C&S proforma industry average	
Net Sales		100.00%	Using C&S Proforma
Gross Profit			.00.00,0
Operating Expenses		17.00%	7-2-1-74
Operating Profit		15.40% 1.60%	
	•	1.00%	0.67%
Net Sales		309,706,165	309,706,165
Gross Profit/year (2003)		52,650,048	22,329,814
2000 Start of Unlicensed Use	1/10/2000	· •	
2000 Period End	12/31/2000		
2005 Period Start	1/1/2005		
2005 Date of Report	3/21/2005	•	
2005 Period End .	12/31/2005		
Indexed Gross Profits- Past			
Period Start	Period End	C&S proforma industry average	IN- ORDER
1/10/200		47,739,911	Using C&S Proforma
1/1/200	- 14000	50,564,896	20,247,339
1/1/200		51,491,747	21,445,465
1/1/200		52,650,048	21,838,559
1/1/200		54,440,150	22,329,814
1/1/200		12,293,173	23,089,028
	Total Past Gross profits	269,179,925	5,213,752 114,163,956
4/1/200	8/23/2003	20,771,526	8,809,571
8/24/200	3 12/31/2003	18,607,825	7,891,907
1/1/2004		54,440,150	23,089,028
1/1/2003		12,293,173	5,213,752
,	artur 	85,341,148	36,194,687
Total Sales		1 CD7 #11 700	1500 111 000
John Dalou	•	1,583,411,322	1,583,411,322
Gross Profits - Future		•	
3/22/2005	12/31/2005	44,193,180	18,743,108
4/1/2006	12/31/2006	56,486,354	23,956,859
4/1/2007	12/31/2007	56,486,354	23,956,859
4/1/2008	12/31/2008	56,486,354	23,956,859
4/1/2009	12/31/2009	56,486,354	23,956,859
4/1/2010	12/31/2010	56,486,354	23,956,859
4/1/2011	12/31/2011	56,486,354	23,956,859
4/1/2012	12/31/2012	56,486,354	23,956,859
4/1/2013	12/31/2013	56,486,354	23,956,859
4/1/2014	12/31/2014	56,486,354	23,956,859
4/1/2015	12/31/2015	56,486,354	23,956,859
	Total	609,056,716	258,311,701
. 1	NPV	225,698,106	95,722,550

Exhibit 2 Savings

51,698,310 53,008,971 53,008,971 53,008,971 53,154,600 11,504,694 53,008,800 53,008,800 53,008,800 53,154,429 53,008,800 53,008,800 53,008,800 53,008,800 53,008,800 53,008,800 53,008,800 34,465,540 35,339,314 35,339,314 35,339,314 35,436,400 7,669,796 27,572,143 35,339,200 35,339,200 35,436,286 35,339,200 35,339,200 35,339,200 35,339,200 35,339,200 Total 400 per week 13,786,171 17,669,600 17,669,600 17,718,143 17,718,143 17,669,600 17,669,600 17,669,600 17,669,600 17,669,600 17,669,600 17,669,600 17,669,600 17,669,600 17,669,600 17,232,770 17,669,657 17,669,657 17,669,657 17,718,200 3,834,839 4,739,012 4,859,156 4,859,156 4,872,505 1,054,597 5,243,581 3,791,197 4,859,140 4,859,140 4,872,489 4,859,140 4,859,140 1,872,489 1,859,140 1,872,489 1,859,140 1,859,140 669 669 669 669 669 669 669 1,699 1,699 669'1 669'1 669'1 669'1 669'1 ٠<u>٨</u> 189,11 2=22222 40,556,931 9,106,128 28,491,500 571,878 11,681 12/31/2000 12/31/2001 12/31/2002 12/31/2003 12/31/2004 3/21/2005 3/21/2005 1231/2005 1231/2006 1231/2007 1231/2009 1231/2010 1231/2011 1231/2011 1231/2011 1231/2011 1231/2011 8/23/2003 1/11/2000 1/1/2001 1/1/2003 1/1/2004 1/1/2004 3/2/2005 1/1/2006 1/1/2009 1/1/2010 1/1/2011 1/1/2011 1/1/2013 1/1/2013 4/1/2003 Fleming Allowance Container Cost Job Costs Container Count (95-99) 3/24/2003 Savings
Fleming Allowance.
API Sales
Less: Container Cost
Less: Job Cost
Savings per Container Past Savings Period Start

Exhibit 3 Discount Rate

Discount rate (Build-up method)

Risk free rate	5% Long-ten	n (20-year) U.S. Treasury Coupon Bonds Yield
Equity risk premium	8% a	• • • • • • • • • • • • • • • • • • • •
Industry risk premium	-2.14% b	. *
Risk premium for size	9.15% c	(*) If you see buisness as a nation, this number will be reduced.
Unsystematic risk	1% d	(*) If you see buisness as a nation, this number will be reduced.
NCE Discount rate	71.019/	

- a: SBBI Valuation Edition 2002 Yearbook, Stock Market Return and Equity Risk Premium Over Time, P.77
- b: SBBI Valuation Edition 2002 Yearbook, Industry Premia Estimates, P.46
  c: SBBI Valuation Edition 2002 Yearbook, Long-Term Returns in Excess of CAPM Estimation for Decile Portofolios of the NYSE/AMEX/NASDAQ, P.133
- d: Assuming that business is limited in Hawaii.

Condition

Hawaii sales: \$300 million / year

EX 4 Food Inflation Rate

#### Commodities - Food

Commoditio	s - Food
Year	Percent Chang
1939	-2.5%
1940	1.7%
1941	9.2%
1942	17.6%
1943	11,0%
1944	-1.2%
1945	2.4%
1946	14.5%
1947	21.7%
1948	8.3%
1949	4.2%
1950	. 1.6%
1951	11.0%
1952	1.8%
1953	-1.4%
1954 1955	-0.4%
1955	-1.4% 0.7%
1957	
1958	3.2% 4.5%
1959	-1.7%
1960	1.0%
1961	1,3%
1962	0.7%
1963	1.6%
1964	1.3%
1965	2.2%
1966	5.0%
1967	0.9%
1968	3.5%
1969	5.1%
1970	5.7%
1971	3.1%
1972	4.2%
1973 1974	14.5%
1974	14.3% 8.5%
1976	3.0%
1977	6,3%
1978	9,9%
1979	11.0%
1980	8.6%
1981	7.8%
1982	4.1%
1983	21%
1984	3.8%
1985	2.3%
1986	3.2%
1987	4.1%
. 1988 1989	4.1% 5.8%
1990	5.8%
1991	2.9%
1992	1.7%
1993	2.2%
1994	2.4%
1995	2.8%
1996	3.3%
1997	2.6%
1998	2.2%
1999	2.1%
2000	2.3%
2001	3.2%
2002	1.8%
2003 2004	2.2% 3.4%
4004	J,77.78

## ATTACHMENT A-1 Information Considered

- o Asset Purchase Agreement dated October 9, 1999 between API and Fleming
- o Settlement and Release Agreement among API, A&A Consolidators, Inc., Jack and Heidi Borja, and Fleming made on October 7, 1999.
- Memorandum from Ralph Stussi to Wayne Berry, License agreement for freight control system, dated November 24, 1999
- o Email from Dave Badten to MarkD re: edi transmission to Fleming Hawaii logistics, dated November 19, 1999
- o Transcript of Proceedings in the Wayne Berry vs. Fleming Companies, Inc., et al.
- o Descriptions of the Berry Freight Control System
- o Discussions with Wayne Berry
- o Crystal Reports, Job Costs
- o Crystal Reports, Container Costs
- o Crystal Reports, Sales
- o SBBI Valuation Edition 2002 Yearbook
- o Economic Report of the President 2005
- o Testimony of Mark Dillon, September 28, 2004
- o Wayne Berry's invoice to API for \$2,000,000, dated 11/27/95
- o "Summary of Voluminous Records Contained in Disclosure A00519"
- Robert Morris Ratio Books

**Document 713-27** 

	600 21,871,543 87,334,286
	21,87 87,33
	Containers per week  200 7,290,514 14,581,029 29,111,429 58,222,857
	Containers 200 7,290,514 29,111,429
	55 2,004,891 8,005,643
	Per Container 1,772 1,772
	Period End Number of Weeks in Period Per Container 8/23/2003 21 1,772 3/21/2005 82 1,772
1772	Period End 1 8/23/2003 3/21/2005
Container	4/1/2003 8/24/2003
License Fee per Container	Period Begin

Exhibit 6 Containers per week

Total Containers (95-99)	11.601
	11,681
Period Start	11/15/1995
Period End	10/9/1999
Number of weeks in period	203
Containers per week	57
1999 Calculations	,
1999 starts with container#	13,834
1999 containers	2,212
Period Start	1/1/1999
Period End	10/9/1999
Number of weeks in period	. 40
Containers per week	55